

## Message Text

PAGE 01 STATE 063476  
ORIGIN EB-08

INFO OCT-01 ARA-14 EUR-12 EA-12 NEA-10 ISO-00 CAB-05  
CIAE-00 COME-00 DODE-00 DOTE-00 INR-10 NSAE-00  
FAA-00 L-03 NSC-05 /080 R

DRAFTED BY EB/OA/AVP:AJWHITE:LR

APPROVED BY EB/OA:MHSTYLES

-----083764 121223Z /13

R 120727Z MAR 78

FM SECSTATE WASHDC

TO AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY BONN

AMEMBASSY MADRID

AMEMBASSY LISBON

AMEMBASSY ROME

AMEMBASSY STOCKHOLM

AMEMBASSY OSLO

AMEMBASSY COPENHAGEN

AMEMBASSY BRUSSELS

AMEMBASSY HELSINKI

AMEMBASSY THE HAGUE

AMEMBASSY WARSAW

AMEMBASSY NEW DELHI

AMEMBASSY SINGAPORE

AMEMBASSY TOKYO

AMEMBASSY CANBERRA

AMEMBASSY WELLINGTON

AMEMBASSY SEOUL

AMEMBASSY TAIPEI

AMEMBASSY MEXICO

AMEMBASSY OTTAWA

AMCONSUL RIO DE JANEIRO

AMEMBASSY BUENOS AIRES

AMEMBASSY CARACAS

AMEMBASSY LIMA

UNCLASSIFIED

PAGE 02 STATE 063476

UNCLAS STATE 063476

E.O. 11652: N/A

TAGS: EAIR

SUBJECT: US POLICY FOR CONDUCT OF INTERNATIONAL AIR  
TRANSPORTATION NEGOTIATIONS

1. THE ADMINISTRATION HAS BEEN DEVELOPING A POLICY FOR

THE CONDUCT OF INTERNATIONAL AVIATION NEGOTIATIONS FOR SEVERAL MONTHS. A FINAL POLICY STATEMENT HAS NOT YET BEEN ISSUED. THE MAIN FEATURES OF THE POLICY WERE DISCLOSED TO INDUSTRY AND OTHER INTERESTED GROUPS MARCH 1, HOWEVER, WITH A REQUEST FOR COMMENTS, IF ANY, IN THE NEXT WEEK OR 10 DAYS. REPEATED FOR POSTS' INFORMATION IN PARA 3 BELOW IS THE TEXT OF THE PRESENTATION MADE TO INDUSTRY AND OTHER INTERESTED GROUPS.

2. WE ARE NOT REPEAT NOT SOLICITING VIEWS FROM FOREIGN GOVERNMENTS. POSTS MAY DRAW ON PARA 3 IN ANSWERING ANY INQUIRIES, AND MAY AT THEIR DISCRETION OUTLINE FEATURES OF POLICY TO GOVERNMENTS AND INTERESTED

GROUPS. VIEWS ON POLICY SHOULD NOT BE SOLICITED, BUT ANY SIGNIFICANT COMMENTARY ON POLICY SHOULD BE REPORTED. POSTS WILL BE ADVISED WHEN FINAL POLICY STATEMENT IS ISSUED.

3. FOLLOWING IS TEXT REFERRED TO IN PARA 1 ABOVE:  
PURPOSE OF THIS POLICY:  
US INTERNATIONAL AIR TRANSPORTATION POLICY IS DESIGNED UNCLASSIFIED

PAGE 03 STATE 063476

TO PROVIDE THE GREATEST POSSIBLE BENEFIT TO TRAVELERS AND SHIPPERS.

OUR POLICY FOR NEGOTIATING CIVIL AIR TRANSPORT BILATERAL AGREEMENTS REFLECTS OUR NATIONAL GOALS FOR INTERNATIONAL AIR TRANSPORTATION.

THIS POLICY PROVIDES A SET OF GENERAL OBJECTIVES DESIGNED PARTICULARLY FOR MAJOR INTERNATIONAL AIR MARKETS, ON THE BASIS OF WHICH US NEGOTIATORS CAN DEVELOP SPECIFIC NEGOTIATING STRATEGIES.

BASIS FOR THIS POLICY:  
OUR PRIMARY AIM OF FURTHERING THE MAINTENANCE AND CONTINUED DEVELOPMENT OF SAFE, CONVENIENT, EFFICIENT, AFFORDABLE, AND ENVIRONMENTALLY ACCEPTABLE AIR SERVICES CAN BEST BE ACHIEVED THROUGH THE PRESERVATION AND EXTENSION OF COMPETITION BETWEEN AIRLINES IN A FAIR MARKET PLACE.

RELIANCE ON COMPETITIVE MARKET FORCES TO THE GREATEST EXTENT POSSIBLE IN OUR INTERNATIONAL AIR TRANSPORT AGREEMENTS WILL ALLOW THE PUBLIC TO RECEIVE IMPROVED SERVICE AT LOW PRICES THAT REFLECT ECONOMICALLY EFFICIENT OPERATIONS.

COMPETITION, LOW PRICES AND AN ECONOMICALLY EFFICIENT AIR TRANSPORTATION SYSTEM ARE ALSO FULLY COMPATIBLE

WITH A PROSPEROUS AIR TRANSPORT INDUSTRY AND OUR  
NATIONAL DEFENSE, FOREIGN POLICY, INTERNATIONAL COMMERCE  
AND ENERGY EFFICIENCY OBJECTIVES.

AIRLINE INDUSTRY PROFITABILITY AND THE INTERESTS OF  
OTHER NATIONS:  
BILATERAL AVIATION AGREEMENTS, LIKE OTHER INTERNATIONAL  
AGREEMENTS, SHOULD SERVE THE INTERESTS OF BOTH PARTIES.  
UNCLASSIFIED

PAGE 04 STATE 063476

OTHER COUNTRIES HAVE AN INTEREST IN THE ECONOMIC  
PROSPERITY OF THEIR AIRLINE INDUSTRIES, AS WE DO IN THE  
PROSPERITY OF OURS.

THE US BELIEVES THIS INTEREST IS BEST SERVED BY A POLICY  
OF EXPANSION OF COMPETITIVE OPPORTUNITY RATHER THAN  
THROUGH ECONOMIC RESTRICTIONISM.

BY OFFERING MORE SERVICES TO THE PUBLIC, IN A HEALTHY  
AND FAIR COMPETITIVE ENVIRONMENT, THE INTERNATIONAL  
AIR TRANSPORT INDUSTRY CAN STIMULATE THE GROWTH IN  
TRAFFIC WHICH CONTRIBUTES BOTH TO PROFITABLE INDUSTRY  
OPERATIONS AND MAXIMUM PUBLIC BENEFITS.

GOALS OF US INTERNATIONAL AIR TRANSPORTATION POLICY:  
THE US WILL WORK TO ACHIEVE A SYSTEM OF INTERNATIONAL  
AIR TRANSPORTATION THAT PLACES ITS PRINCIPAL RELIANCE  
ON ACTUAL AND POTENTIAL COMPETITION TO DETERMINE THE  
VARIETY, QUALITY AND PRICE OF AIR SERVICE.

AN ESSENTIAL MEANS FOR CARRYING OUT OUR INTERNATIONAL  
AIR TRANSPORTATION POLICY WILL BE TO WORK FOR GREATER  
COMPETITIVE OPPORTUNITIES FOR US AND FOREIGN AIRLINES  
AND TO PROMOTE NEW LOW-COST TRANSPORTATION OPTIONS  
FOR TRAVELERS AND SHIPPERS.

ESPECIALLY IN MAJOR INTERNATIONAL AIR TRANSPORT MARKETS,  
THERE CAN BE SUBSTANTIAL BENEFITS FOR TRAVELERS,  
SHIPPERS, AIRLINES AND LABOR FROM INCREASING  
COMPETITIVE OPPORTUNITIES AND REDUCING PROTECTIONIST  
RESTRICTIONS.

UNCLASSIFIED

PAGE 05 STATE 063476

INCREASING THE AMOUNT OF AIR TRANSPORTATION TO AND  
FROM THE UNITED STATES WILL CONTRIBUTE TO THE  
DEVELOPMENT OF OUR FOREIGN COMMERCE, ASSURE THAT MORE  
AIRLIFT RESOURCES ARE AVAILABLE FOR OUR DEFENSE  
NEEDS, AND PROMOTE AND EXPAND PRODUCTIVITY AND JOB  
OPPORTUNITIES IN OUR INTERNATIONAL AIR TRANSPORT

INDUSTRY.

TRANSLATING GOALS INTO NEGOTIATING OBJECTIVES:  
US INTERNATIONAL AIR TRANSPORTATION POLICY CANNOT BE  
IMPLEMENTED UNILATERALLY. OUR OBJECTIVES HAVE TO BE  
ACHIEVED IN THE SYSTEM OF BILATERAL INTERNATIONAL  
AGREEMENTS THAT FORM THE BASIC FRAMEWORK FOR THE  
INTERNATIONAL AIR TRANSPORTATION SYSTEM.

ROUTES, PRICES, CAPACITY, SCHEDULED AND CHARTER RULES,  
AND FAIR COMPETITION IN THE MARKETPLACE ARE ALL INTER-  
RELATED, NOT ISOLATED ISSUES TO BE RESOLVED  
INDEPENDENTLY. OUR OBJECTIVES WILL INCLUDE ALL OF  
THESE, AND WILL BE PRESENTED IN NEGOTIATIONS AS AN  
INTEGRATED US POSITION.

US NEGOTIATING OBJECTIVES:  
WE SEEK A COMPETITIVE SYSTEM THAT:

CREATES NEW AND GREATER OPPORTUNITIES FOR INNOVATIVE  
AND FLEXIBLE AIRLINE PRICING TO MEET THE VARIED SERVICE  
AND PRICE NEEDS OF DIFFERENT CONSUMERS.

LIBERALIZES THE RULES GOVERNING CHARTER OPERATIONS OF  
SUPPLEMENTAL AND SCHEDULED CARRIERS. LIMITATIONS AND  
RESTRICTIONS ON THE VOLUME, FREQUENCY OR REGULARITY  
OF CHARTER OPERATIONS SHOULD BE ELIMINATED, AND  
REQUIREMENTS FOR APPROVAL OF FLIGHTS SHOULD BE PROHIBITED.

REDUCES OR REMOVES RESTRICTIONS ON CAPACITY,  
FREQUENCY, AND ROUTE AND OPERATING RIGHTS OF SCHEDULED  
UNCLASSIFIED

PAGE 06 STATE 063476

CARRIERS, IN ORDER TO PROMOTE MORE EFFICIENT AIRLINE  
OPERATIONS AND GREATER CONSUMER TRAVELING AND SHIPPING  
CONVENIENCE; ELIMINATES DISCRIMINATION AND UNFAIR  
COMPETITIVE PRACTICES FACED BY US AIRLINES IN  
INTERNATIONAL TRANSPORTATION.

ALLOWS FLEXIBILITY TO DESIGNATE MULTIPLE US AIRLINES  
IN INTERNATIONAL AIR MARKETS.

ENCOURAGES MAXIMUM TRAVELER AND SHIPPER ACCESS TO  
INTERNATIONAL MARKETS BY PERMITTING EXPANSION OF NONSTOP  
GATEWAYS AND IMPROVING INTEGRATION OF AIRLINE DOMESTIC  
AND INTERNATIONAL SERVICES.

NEGOTIATING PRINCIPLES FOR US AIR TRANSPORTATION POLICY:

THE GUIDING PRINCIPLE WILL BE TO TRADE COMPETITIVE  
OPPORTUNITIES RATHER THAN RESTRICTIONS WITH OUR  
NEGOTIATING PARTNERS.

WE WILL AGGRESSIVELY PURSUE OUR INTERESTS IN  
EXPANDED AIR TRANSPORTATION AND REDUCED PRICES  
RATHER THAN ACCEPT THE SELF-DEFEATING ACCOMMODATION  
OF PROTECTIONISM.

OUR CONCESSIONS IN NEGOTIATIONS WILL BE GIVEN IN  
RETURN FOR PROGRESS TOWARD COMPETITIVE OBJECTIVES,  
AND THESE CONCESSIONS THEMSELVES WILL BE OF A  
LIBERALIZING CHARACTER.

PROPOSED BILATERAL AGREEMENTS WHICH DO NOT MEET OUR  
MINIMUM COMPETITIVE OBJECTIVES WILL NOT BE SIGNED  
WITHOUT PRIOR PRESIDENTIAL APPROVAL. VANCE  
UNCLASSIFIED

PAGE 07 STATE 063476

UNCLASSIFIED

PAGE 01 STATE 063476

ORIGIN EB-03

INFO OCT-01 ISO-00 /004 R

66011

DRAFTED BY EB/OA/AVP:AJWHITE

APPROVED BY EB/OA/AVP:AJWHITE

-----097408 230831Z /11

R 230320Z MAR 78

FM SECSTATE WASHDC

TO AMEMBASSY PARAMARIBO

UNCLAS STATE 063476

FOL RPT STATE 063476 SENT ACTION BRASILIA 15 MAR 78

QUOTE: UNCLAS STATE 063476

FOLLOWING REPEAT STATE 063476 ACTION LONDON PARIS BONN MADRID  
LISBON ROME STOCKHOLM OSLO COPENHAGEN BRUSSELS HELSINKI THE HAGUE  
WARSAW NEW DELHI SINGAPORE TOKYO CANBERRA WELLINGTON SEOUL  
TAIPEI MEXICO OTTAWA RIO DE JANEIRO BUENOS AIRES CARACAS LIMA  
MARCH 12.

QUOTE UNCLAS STATE 063476

E.O. 11652: N/A

TAGS: EAIR

SUBJECT: US POLICY FOR CONDUCT OF INTERNATIONAL AIR  
TRANSPORTATION NEGOTIATIONS

1. THE ADMINISTRATION HAS BEEN DEVELOPING A POLICY FOR THE CONDUCT OF INTERNATIONAL AVIATION NEGOTIATIONS FOR SEVERAL MONTHS. A FINAL POLICY STATEMENT HAS NOT YET BEEN ISSUED. THE MAIN FEATURES OF THE POLICY WERE UNCLASSIFIED

PAGE 02 STATE 063476

DISCLOSED TO INDUSTRY AND OTHER INTERESTED GROUPS MARCH 1, HOWEVER, WITH A REQUEST FOR COMMENTS, IF ANY, IN THE NEXT WEEK OR 10 DAYS. REPEATED FOR POSTS' INFORMATION IN PARA 3 BELOW IS THE TEXT OF THE PRESENTATION MADE TO INDUSTRY AND OTHER INTERESTED GROUPS.

2. WE ARE NOT REPEAT NOT SOLICITING VIEWS FROM FOREIGN GOVERNMENTS. POSTS MAY DRAW ON PARA 3 IN ANSWERING ANY INQUIRIES, AND MAY AT THEIR DISCRETION OUTLINE FEATURES OF POLICY TO GOVERNMENTS AND INTERESTED GROUPS. VIEWS ON POLICY SHOULD NOT BE SOLICITED, BUT ANY SIGNIFICANT COMMENTARY ON POLICY SHOULD BE REPORTED. POSTS WILL BE ADVISED WHEN FINAL POLICY STATEMENT IS ISSUED.

3. FOLLOWING IS TEXT REFERRED TO IN PARA 1 ABOVE: PURPOSE OF THIS POLICY: US INTERNATIONAL AIR TRANSPORTATION POLICY IS DESIGNED TO PROVIDE THE GREATEST POSSIBLE BENEFIT TO TRAVELERS AND SHIPPERS.

OUR POLICY FOR NEGOTIATING CIVIL AIR TRANSPORT BILATERAL AGREEMENTS REFLECTS OUR NATIONAL GOALS FOR INTERNATIONAL AIR TRANSPORTATION.

THIS POLICY PROVIDES A SET OF GENERAL OBJECTIVES DESIGNED PARTICULARLY FOR MAJOR INTERNATIONAL AIR MARKETS, ON THE BASIS OF WHICH US NEGOTIATORS CAN DEVELOP SPECIFIC NEGOTIATING STRATEGIES.

BASIS FOR THIS POLICY: OUR PRIMARY AIM OF FURTHERING THE MAINTENANCE AND UNCLASSIFIED

PAGE 03 STATE 063476

CONTINUED DEVELOPMENT OF SAFE, CONVENIENT, EFFICIENT, AFFORDABLE, AND ENVIRONMENTALLY ACCEPTABLE AIR SERVICES CAN BEST BE ACHIEVED THROUGH THE PRESERVATION AND EXTENSION OF COMPETITION BETWEEN AIRLINES IN A FAIR MARKET PLACE.

RELIANCE ON COMPETITIVE MARKET FORCES TO THE GREATEST EXTENT POSSIBLE IN OUR INTERNATIONAL AIR TRANSPORT AGREEMENTS WILL ALLOW THE PUBLIC TO RECEIVE IMPROVED

SERVICE AT LOW PRICES THAT REFLECT ECONOMICALLY EFFICIENT OPERATIONS.

COMPETITION, LOW PRICES AND AN ECONOMICALLY EFFICIENT AIR TRANSPORTATION SYSTEM ARE ALSO FULLY COMPATIBLE WITH A PROSPEROUS AIR TRANSPORT INDUSTRY AND OUR NATIONAL DEFENSE, FOREIGN POLICY, INTERNATIONAL COMMERCE AND ENERGY EFFICIENCY OBJECTIVES.

AIRLINE INDUSTRY PROFITABILITY AND THE INTERESTS OF OTHER NATIONS: BILATERAL AVIATION AGREEMENTS, LIKE OTHER INTERNATIONAL AGREEMENTS, SHOULD SERVE THE INTERESTS OF BOTH PARTIES.

OTHER COUNTRIES HAVE AN INTEREST IN THE ECONOMIC PROSPERITY OF THEIR AIRLINE INDUSTRIES, AS WE DO IN THE PROSPERITY OF OURS.

THE US BELIEVES THIS INTEREST IS BEST SERVED BY A POLICY OF EXPANSION OF COMPETITIVE OPPORTUNITY RATHER THAN THROUGH ECONOMIC RESTRICTIONISM.

BY OFFERING MORE SERVICES TO THE PUBLIC, IN A HEALTHY AND FAIR COMPETITIVE ENVIRONMENT, THE INTERNATIONAL AIR TRANSPORT INDUSTRY CAN STIMULATE THE GROWTH IN TRAFFIC WHICH CONTRIBUTES BOTH TO PROFITABLE INDUSTRY OPERATIONS AND MAXIMUM PUBLIC BENEFITS.

UNCLASSIFIED

PAGE 04 STATE 063476

GOALS OF US INTERNATIONAL AIR TRANSPORTATION POLICY: THE US WILL WORK TO ACHIEVE A SYSTEM OF INTERNATIONAL AIR TRANSPORTATION THAT PLACES ITS PRINCIPAL RELIANCE ON ACTUAL AND POTENTIAL COMPETITION TO DETERMINE THE VARIETY, QUALITY AND PRICE OF AIR SERVICE.

AN ESSENTIAL MEANS FOR CARRYING OUT OUR INTERNATIONAL AIR TRANSPORTATION POLICY WILL BE TO WORK FOR GREATER COMPETITIVE OPPORTUNITIES FOR US AND FOREIGN AIRLINES AND TO PROMOTE NEW LOW-COST TRANSPORTATION OPTIONS FOR TRAVELERS AND SHIPPERS.

ESPECIALLY IN MAJOR INTERNATIONAL AIR TRANSPORT MARKETS, THERE CAN BE SUBSTANTIAL BENEFITS FOR TRAVELERS, SHIPPERS, AIRLINES AND LABOR FROM INCREASING COMPETITIVE OPPORTUNITIES AND REDUCING PROTECTIONIST RESTRICTIONS.

INCREASING THE AMOUNT OF AIR TRANSPORTATION TO AND FROM THE UNITED STATES WILL CONTRIBUTE TO THE DEVELOPMENT OF OUR FOREIGN COMMERCE, ASSURE THAT MORE AIRLIFT RESOURCES ARE AVAILABLE FOR OUR DEFENSE NEEDS, AND PROMOTE AND EXPAND PRODUCTIVITY AND JOB

OPPORTUNITIES IN OUR INTERNATIONAL AIR TRANSPORT INDUSTRY.

TRANSLATING GOALS INTO NEGOTIATING OBJECTIVES:  
US INTERNATIONAL AIR TRANSPORTATION POLICY CANNOT BE IMPLEMENTED UNILATERALLY. OUR OBJECTIVES HAVE TO BE ACHIEVED IN THE SYSTEM OF BILATERAL INTERNATIONAL AGREEMENTS THAT FORM THE BASIC FRAMEWORK FOR THE INTERNATIONAL AIR TRANSPORTATION SYSTEM.

UNCLASSIFIED

PAGE 05 STATE 063476

ROUTES, PRICES, CAPACITY, SCHEDULED AND CHARTER RULES, AND FAIR COMPETITION IN THE MARKETPLACE ARE ALL INTER-RELATED, NOT ISOLATED ISSUES TO BE RESOLVED INDEPENDENTLY. OUR OBJECTIVES WILL INCLUDE ALL OF THESE, AND WILL BE PRESENTED IN NEGOTIATIONS AS AN INTEGRATED US POSITION.

US NEGOTIATING OBJECTIVES:  
WE SEEK A COMPETITIVE SYSTEM THAT:

CREATES NEW AND GREATER OPPORTUNITIES FOR INNOVATIVE AND FLEXIBLE AIRLINE PRICING TO MEET THE VARIED SERVICE AND PRICE NEEDS OF DIFFERENT CONSUMERS.

LIBERALIZES THE RULES GOVERNING CHARTER OPERATIONS OF SUPPLEMENTAL AND SCHEDULED CARRIERS. LIMITATIONS AND RESTRICTIONS ON THE VOLUME, FREQUENCY OR REGULARITY OF CHARTER OPERATIONS SHOULD BE ELIMINATED, AND REQUIREMENTS FOR APPROVAL OF FLIGHTS SHOULD BE PROHIBITED.

REDUCES OR REMOVES RESTRICTIONS ON CAPACITY, FREQUENCY, AND ROUTE AND OPERATING RIGHTS OF SCHEDULED CARRIERS, IN ORDER TO PROMOTE MORE EFFICIENT AIRLINE OPERATIONS AND GREATER CONSUMER TRAVELING AND SHIPPING CONVENIENCE; ELIMINATES DISCRIMINATION AND UNFAIR COMPETITIVE PRACTICES FACED BY US AIRLINES IN INTERNATIONAL TRANSPORTATION.

ALLOWS FLEXIBILITY TO DESIGNATE MULTIPLE US AIRLINES IN INTERNATIONAL AIR MARKETS.

ENCOURAGES MAXIMUM TRAVELER AND SHIPPER ACCESS TO INTERNATIONAL MARKETS BY PERMITTING EXPANSION OF NONSTOP GATEWAYS AND IMPROVING INTEGRATION OF AIRLINE DOMESTIC AND INTERNATIONAL SERVICES.

UNCLASSIFIED

PAGE 06 STATE 063476

NEGOTIATING PRINCIPLES FOR US AIR TRANSPORTATION POLICY:



THE GUIDING PRINCIPLE WILL BE TO TRADE COMPETITIVE OPPORTUNITIES RATHER THAN RESTRICTIONS WITH OUR NEGOTIATING PARTNERS.

WE WILL AGGRESSIVELY PURSUE OUR INTERESTS IN EXPANDED AIR TRANSPORTATION AND REDUCED PRICES RATHER THAN ACCEPT THE SELF-DEFEATING ACCOMMODATION OF PROTECTIONISM.

OUR CONCESSIONS IN NEGOTIATIONS WILL BE GIVEN IN RETURN FOR PROGRESS TOWARD COMPETITIVE OBJECTIVES, AND THESE CONCESSIONS THEMSELVES WILL BE OF A LIBERALIZING CHARACTER.

PROPOSED BILATERAL AGREEMENTS WHICH DO NOT MEET OUR MINIMUM COMPETITIVE OBJECTIVES WILL NOT BE SIGNED WITHOUT PRIOR PRESIDENTIAL APPROVAL. VANCE UNQUOTE.VANCE

UNCLASSIFIED

PAGE 01 STATE 063476  
ORIGIN EB-08

INFO OCT-01 ISO-00 /009 R

66011

DRAFTED BY: EB/OA/AVP:AJWHITE

APPROVED BY: EB/OA/AVP:AJWHITE

-----122559 152016Z /43

R 151620Z MAR 78

FM SECSTATE WASHDC

TO AMEMBASSY BRASILIA

UNCLAS STATE 063476

FOLLOWING REPEAT STATE 063476 ACTION LONDON PARIS BONN MADRID LISBON ROME STOCKHOLM OSLO COPENHAGEN BRUSSELS HELSINKI THE HAGUE WARSAW NEW DELHI SINGAPORE TOKYO CANBERRA WELLINGTON SEOUL TAIPEI MEXICO OTTAWA RIO DE JANEIRO BUENOS AIRES CARACAS LIMA MARCH 12.

QUOTE UNCLAS STATE 063476

E.O. 11652: N/A

TAGS: EAIR

SUBJECT: US POLICY FOR CONDUCT OF INTERNATIONAL AIR TRANSPORTATION NEGOTIATIONS

1. THE ADMINISTRATION HAS BEEN DEVELOPING A POLICY FOR THE CONDUCT OF INTERNATIONAL AVIATION NEGOTIATIONS FOR

SEVERAL MONTHS. A FINAL POLICY STATEMENT HAS NOT YET BEEN ISSUED. THE MAIN FEATURES OF THE POLICY WERE DISCLOSED TO INDUSTRY AND OTHER INTERESTED GROUPS MARCH 1, HOWEVER, WITH A REQUEST FOR COMMENTS, IF ANY, IN THE NEXT WEEK OR 10 DAYS. REPEATED FOR POSTS' INFORMATION IN PARA 3 BELOW IS THE TEXT OF THE UNCLASSIFIED

PAGE 02 STATE 063476

PRESENTATION MADE TO INDUSTRY AND OTHER INTERESTED GROUPS.

2. WE ARE NOT REPEAT NOT SOLICITING VIEWS FROM FOREIGN GOVERNMENTS. POSTS MAY DRAW ON PARA 3 IN ANSWERING ANY INQUIRIES, AND MAY AT THEIR DISCRETION OUTLINE FEATURES OF POLICY TO GOVERNMENTS AND INTERESTED

GROUPS. VIEWS ON POLICY SHOULD NOT BE SOLICITED, BUT ANY SIGNIFICANT COMMENTARY ON POLICY SHOULD BE REPORTED. POSTS WILL BE ADVISED WHEN FINAL POLICY STATEMENT IS ISSUED.

3. FOLLOWING IS TEXT REFERRED TO IN PARA 1 ABOVE:

PURPOSE OF THIS POLICY:

US INTERNATIONAL AIR TRANSPORTATION POLICY IS DESIGNED TO PROVIDE THE GREATEST POSSIBLE BENEFIT TO TRAVELERS AND SHIPPERS.

OUR POLICY FOR NEGOTIATING CIVIL AIR TRANSPORT BILATERAL AGREEMENTS REFLECTS OUR NATIONAL GOALS FOR INTERNATIONAL AIR TRANSPORTATION.

THIS POLICY PROVIDES A SET OF GENERAL OBJECTIVES DESIGNED PARTICULARLY FOR MAJOR INTERNATIONAL AIR MARKETS, ON THE BASIS OF WHICH US NEGOTIATORS CAN DEVELOP SPECIFIC NEGOTIATING STRATEGIES.

BASIS FOR THIS POLICY:

OUR PRIMARY AIM OF FURTHERING THE MAINTENANCE AND CONTINUED DEVELOPMENT OF SAFE, CONVENIENT, EFFICIENT, AFFORDABLE, AND ENVIRONMENTALLY ACCEPTABLE AIR SERVICES CAN BEST BE ACHIEVED THROUGH THE PRESERVATION AND EXTENSION OF COMPETITION BETWEEN AIRLINES IN A UNCLASSIFIED

PAGE 03 STATE 063476

FAIR MARKET PLACE.

RELIANCE ON COMPETITIVE MARKET FORCES TO THE GREATEST EXTENT POSSIBLE IN OUR INTERNATIONAL AIR TRANSPORT AGREEMENTS WILL ALLOW THE PUBLIC TO RECEIVE IMPROVED SERVICE AT LOW PRICES THAT REFLECT ECONOMICALLY EFFICIENT OPERATIONS.

COMPETITION, LOW PRICES AND AN ECONOMICALLY EFFICIENT AIR TRANSPORTATION SYSTEM ARE ALSO FULLY COMPATIBLE WITH A PROSPEROUS AIR TRANSPORT INDUSTRY AND OUR NATIONAL DEFENSE, FOREIGN POLICY, INTERNATIONAL COMMERCE AND ENERGY EFFICIENCY OBJECTIVES.

AIRLINE INDUSTRY PROFITABILITY AND THE INTERESTS OF OTHER NATIONS:  
BILATERAL AVIATION AGREEMENTS, LIKE OTHER INTERNATIONAL AGREEMENTS, SHOULD SERVE THE INTERESTS OF BOTH PARTIES.

OTHER COUNTRIES HAVE AN INTEREST IN THE ECONOMIC PROSPERITY OF THEIR AIRLINE INDUSTRIES, AS WE DO IN THE PROSPERITY OF OURS.

THE US BELIEVES THIS INTEREST IS BEST SERVED BY A POLICY OF EXPANSION OF COMPETITIVE OPPORTUNITY RATHER THAN THROUGH ECONOMIC RESTRICTIONISM.

BY OFFERING MORE SERVICES TO THE PUBLIC, IN A HEALTHY AND FAIR COMPETITIVE ENVIRONMENT, THE INTERNATIONAL AIR TRANSPORT INDUSTRY CAN STIMULATE THE GROWTH IN TRAFFIC WHICH CONTRIBUTES BOTH TO PROFITABLE INDUSTRY OPERATIONS AND MAXIMUM PUBLIC BENEFITS.

GOALS OF US INTERNATIONAL AIR TRANSPORTATION POLICY:  
THE US WILL WORK TO ACHIEVE A SYSTEM OF INTERNATIONAL AIR TRANSPORTATION THAT PLACES ITS PRINCIPAL RELIANCE  
UNCLASSIFIED

PAGE 04 STATE 063476

ON ACTUAL AND POTENTIAL COMPETITION TO DETERMINE THE VARIETY, QUALITY AND PRICE OF AIR SERVICE.

AN ESSENTIAL MEANS FOR CARRYING OUT OUR INTERNATIONAL AIR TRANSPORTATION POLICY WILL BE TO WORK FOR GREATER COMPETITIVE OPPORTUNITIES FOR US AND FOREIGN AIRLINES AND TO PROMOTE NEW LOW-COST TRANSPORTATION OPTIONS FOR TRAVELERS AND SHIPPERS.

ESPECIALLY IN MAJOR INTERNATIONAL AIR TRANSPORT MARKETS, THERE CAN BE SUBSTANTIAL BENEFITS FOR TRAVELERS, SHIPPERS, AIRLINES AND LABOR FROM INCREASING COMPETITIVE OPPORTUNITIES AND REDUCING PROTECTIONIST RESTRICTIONS.

INCREASING THE AMOUNT OF AIR TRANSPORTATION TO AND FROM THE UNITED STATES WILL CONTRIBUTE TO THE DEVELOPMENT OF OUR FOREIGN COMMERCE, ASSURE THAT MORE AIRLIFT RESOURCES ARE AVAILABLE FOR OUR DEFENSE NEEDS, AND PROMOTE AND EXPAND PRODUCTIVITY AND JOB OPPORTUNITIES IN OUR INTERNATIONAL AIR TRANSPORT

INDUSTRY.

TRANSLATING GOALS INTO NEGOTIATING OBJECTIVES:  
US INTERNATIONAL AIR TRANSPORTATION POLICY CANNOT BE  
IMPLEMENTED UNILATERALLY. OUR OBJECTIVES HAVE TO BE  
ACHIEVED IN THE SYSTEM OF BILATERAL INTERNATIONAL  
AGREEMENTS THAT FORM THE BASIC FRAMEWORK FOR THE  
INTERNATIONAL AIR TRANSPORTATION SYSTEM.

ROUTES, PRICES, CAPACITY, SCHEDULED AND CHARTER RULES,  
AND FAIR COMPETITION IN THE MARKETPLACE ARE ALL INTER-  
RELATED, NOT ISOLATED ISSUES TO BE RESOLVED  
INDEPENDENTLY. OUR OBJECTIVES WILL INCLUDE ALL OF  
UNCLASSIFIED

PAGE 05 STATE 063476

THESE, AND WILL BE PRESENTED IN NEGOTIATIONS AS AN  
INTEGRATED US POSITION.

US NEGOTIATING OBJECTIVES:  
WE SEEK A COMPETITIVE SYSTEM THAT:

CREATES NEW AND GREATER OPPORTUNITIES FOR INNOVATIVE  
AND FLEXIBLE AIRLINE PRICING TO MEET THE VARIED SERVICE  
AND PRICE NEEDS OF DIFFERENT CONSUMERS.

LIBERALIZES THE RULES GOVERNING CHARTER OPERATIONS OF  
SUPPLEMENTAL AND SCHEDULED CARRIERS. LIMITATIONS AND  
RESTRICTIONS ON THE VOLUME, FREQUENCY OR REGULARITY  
OF CHARTER OPERATIONS SHOULD BE ELIMINATED, AND  
REQUIREMENTS FOR APPROVAL OF FLIGHTS SHOULD BE PROHIBITED.

REDUCES OR REMOVES RESTRICTIONS ON CAPACITY,  
FREQUENCY, AND ROUTE AND OPERATING RIGHTS OF SCHEDULED  
CARRIERS, IN ORDER TO PROMOTE MORE EFFICIENT AIRLINE  
OPERATIONS AND GREATER CONSUMER TRAVELING AND SHIPPING  
CONVENIENCE; ELIMINATES DISCRIMINATION AND UNFAIR  
COMPETITIVE PRACTICES FACED BY US AIRLINES IN  
INTERNATIONAL TRANSPORTATION.

ALLOWS FLEXIBILITY TO DESIGNATE MULTIPLE US AIRLINES  
IN INTERNATIONAL AIR MARKETS.

ENCOURAGES MAXIMUM TRAVELER AND SHIPPER ACCESS TO  
INTERNATIONAL MARKETS BY PERMITTING EXPANSION OF NONSTOP  
GATEWAYS AND IMPROVING INTEGRATION OF AIRLINE DOMESTIC  
AND INTERNATIONAL SERVICES.

NEGOTIATING PRINCIPLES FOR US AIR TRANSPORTATION POLICY:

THE GUIDING PRINCIPLE WILL BE TO TRADE COMPETITIVE  
OPPORTUNITIES RATHER THAN RESTRICTIONS WITH OUR  
UNCLASSIFIED

PAGE 06 STATE 063476

NEGOTIATING PARTNERS.

WE WILL AGGRESSIVELY PURSUE OUR INTERESTS IN  
EXPANDED AIR TRANSPORTATION AND REDUCED PRICES  
RATHER THAN ACCEPT THE SELF-DEFEATING ACCOMMODATION  
OF PROTECTIONISM.

OUR CONCESSIONS IN NEGOTIATIONS WILL BE GIVEN IN  
RETURN FOR PROGRESS TOWARD COMPETITIVE OBJECTIVES,  
AND THESE CONCESSIONS THEMSELVES WILL BE OF A  
LIBERALIZING CHARACTER.

PROPOSED BILATERAL AGREEMENTS WHICH DO NOT MEET OUR  
MINIMUM COMPETITIVE OBJECTIVES WILL NOT BE SIGNED  
WITHOUT PRIOR PRESIDENTIAL APPROVAL. VANCE UNQUOTE. VANCE

UNCLASSIFIED

PAGE 01 STATE 063476  
ORIGIN EB-08

INFO OCT-01 ISO-00 /009 R

DRAFTED BY:EB:OA:AN:TJROESCH  
APPROVED BY:EB:OA:AN:JBMAGNOR ACTING  
EB:OA:MHSTYLES

-----059034 081413Z /20

R 080632Z APR 78  
FM SECSTATE WASHDC  
TO AMEMBASSY KUALA LUMPUR  
AMEMBASSY PORT MORESBY

UNCLAS STATE 063476

FOL RPT STATE 063476 SENT ACTION PARAMARIBO 23 MARCH 78 QUOTE

UNCLAS STATE 063476

FOL RPT STATE 063476 SENT ACTION BRASILIA 15 MAR 78

QUOTE: UNCLAS STATE 063476

FOLLOWING REPEAT STATE 063476 ACTION LONDON PARIS BONN MADRID  
LISBON ROME STOCKHOLM OSLO COPENHAGEN BRUSSELS HELSINKI THE HAGUE  
WARSAW NEW DELHI SINGAPORE TOKYO CANBERRA WELLINGTON SEOUL  
TAIPEI MEXICO OTTAWA RIO DE JANEIRO BUENOS AIRES CARACAS LIMA  
MARCH 12.

QUOTE UNCLAS STATE 063476

E.O. 11652: N/A

TAGS: EAIR

SUBJECT: US POLICY FOR CONDUCT OF INTERNATIONAL AIR  
TRANSPORTATION NEGOTIATIONS  
UNCLASSIFIED

PAGE 02 STATE 063476

1. THE ADMINISTRATION HAS BEEN DEVELOPING A POLICY FOR THE CONDUCT OF INTERNATIONAL AVIATION NEGOTIATIONS FOR SEVERAL MONTHS. A FINAL POLICY STATEMENT HAS NOT YET BEEN ISSUED. THE MAIN FEATURES OF THE POLICY WERE DISCLOSED TO INDUSTRY AND OTHER INTERESTED GROUPS MARCH 1, HOWEVER, WITH A REQUEST FOR COMMENTS, IF ANY, IN THE NEXT WEEK OR 10 DAYS. REPEATED FOR POSTS' INFORMATION IN PARA 3 BELOW IS THE TEXT OF THE PRESENTATION MADE TO INDUSTRY AND OTHER INTERESTED GROUPS.

2. WE ARE NOT REPEAT NOT SOLICITING VIEWS FROM FOREIGN GOVERNMENTS. POSTS MAY DRAW ON PARA 3 IN ANSWERING ANY INQUIRIES, AND MAY AT THEIR DISCRETION OUTLINE FEATURES OF POLICY TO GOVERNMENTS AND INTERESTED

GROUPS. VIEWS ON POLICY SHOULD NOT BE SOLICITED, BUT ANY SIGNIFICANT COMMENTARY ON POLICY SHOULD BE REPORTED. POSTS WILL BE ADVISED WHEN FINAL POLICY STATEMENT IS ISSUED.

3. FOLLOWING IS TEXT REFERRED TO IN PARA 1 ABOVE:  
PURPOSE OF THIS POLICY:  
US INTERNATIONAL AIR TRANSPORTATION POLICY IS DESIGNED TO PROVIDE THE GREATEST POSSIBLE BENEFIT TO TRAVELERS AND SHIPPERS.

OUR POLICY FOR NEGOTIATING CIVIL AIR TRANSPORT BILATERAL AGREEMENTS REFLECTS OUR NATIONAL GOALS FOR INTERNATIONAL AIR TRANSPORTATION.

THIS POLICY PROVIDES A SET OF GENERAL OBJECTIVES DESIGNED PARTICULARLY FOR MAJOR INTERNATIONAL AIR MARKETS, ON  
UNCLASSIFIED

PAGE 03 STATE 063476

THE BASIS OF WHICH US NEGOTIATORS CAN DEVELOP SPECIFIC NEGOTIATING STRATEGIES.

BASIS FOR THIS POLICY:  
OUR PRIMARY AIM OF FURTHERING THE MAINTENANCE AND CONTINUED DEVELOPMENT OF SAFE, CONVENIENT, EFFICIENT, AFFORDABLE, AND ENVIRONMENTALLY ACCEPTABLE AIR SERVICES CAN BEST BE ACHIEVED THROUGH THE PRESERVATION AND EXTENSION OF COMPETITION BETWEEN AIRLINES IN A

FAIR MARKET PLACE.

RELIANCE ON COMPETITIVE MARKET FORCES TO THE GREATEST EXTENT POSSIBLE IN OUR INTERNATIONAL AIR TRANSPORT AGREEMENTS WILL ALLOW THE PUBLIC TO RECEIVE IMPROVED SERVICE AT LOW PRICES THAT REFLECT ECONOMICALLY EFFICIENT OPERATIONS.

COMPETITION, LOW PRICES AND AN ECONOMICALLY EFFICIENT AIR TRANSPORTATION SYSTEM ARE ALSO FULLY COMPATIBLE WITH A PROSPEROUS AIR TRANSPORT INDUSTRY AND OUR NATIONAL DEFENSE, FOREIGN POLICY AND INTERNATIONAL COMMERCE AND ENERGY EFFICIENCY OBJECTIVES.

AIRLINE INDUSTRY PROFITABILITY AND THE INTERESTS OF OTHER NATIONS: BILATERAL AVIATION AGREEMENTS, LIKE OTHER INTERNATIONAL AGREEMENTS, SHOULD SERVE THE INTERESTS OF BOTH PARTIES.

OTHER COUNTRIES HAVE AN INTEREST IN THE ECONOMIC PROSPERITY OF THEIR AIRLINE INDUSTRIES, AS WE DO IN THE PROSPERITY OF OURS.

THE US BELIEVES THIS INTEREST IS BEST SERVED BY A POLICY OF EXPANSION OF COMPETITIVE OPPORTUNITY RATHER THAN THROUGH ECONOMIC RESTRICTIONISM.

UNCLASSIFIED

PAGE 04 STATE 063476

BY OFFERING MORE SERVICES TO THE PUBLIC, IN A HEALTHY AND FAIR COMPETITIVE ENVIRONMENT, THE INTERNATIONAL AIR TRANSPORT INDUSTRY CAN STIMULATE THE GROWTH IN TRAFFIC WHICH CONTRIBUTES BOTH TO PROFITABLE INDUSTRY OPERATIONS AND MAXIMUM PUBLIC BENEFITS.

GOALS OF US INTERNATIONAL AIR TRANSPORTATION POLICY: THE US WILL WORK TO ACHIEVE A SYSTEM OF INTERNATIONAL AIR TRANSPORTATION THAT PLACES ITS PRINCIPAL RELIANCE ON ACTUAL AND POTENTIAL COMPETITION TO DETERMINE THE VARIETY, QUALITY AND PRICE OF AIR SERVICE.

AN ESSENTIAL MEANS FOR CARRYING OUT OUR INTERNATIONAL AIR TRANSPORTATION POLICY WILL BE TO WORK FOR GREATER COMPETITIVE OPPORTUNITIES FOR US AND FOREIGN AIRLINES AND TO PROMOTE NEW LOW-COST TRANSPORTATION OPTIONS FOR TRAVELERS AND SHIPPERS.

ESPECIALLY IN MAJOR INTERNATIONAL AIR TRANSPORT MARKETS, THERE CAN BE SUBSTANTIAL BENEFITS FOR TRAVELERS, SHIPPERS, AIRLINES AND LABOR FROM INCREASING COMPETITIVE OPPORTUNITIES AND REDUCING PROTECTIONIST RESTRICTIONS.

INCREASING THE AMOUNT OF AIR TRANSPORTATION TO AND FROM THE UNITED STATES WILL CONTRIBUTE TO THE DEVELOPMENT OF OUR FOREIGN COMMERCE, ASSURE THAT MORE AIRLIFT RESOURCES ARE AVAILABLE FOR OUR DEFENSE NEEDS, AND PROMOTE AND EXPAND PRODUCTIVITY AND JOB OPPORTUNITIES IN OUR INTERNATIONAL AIR TRANSPORT INDUSTRY.

TRANSLATING GOALS INTO NEGOTIATING OBJECTIVES:  
US INTERNATIONAL AIR TRANSPORTATION POLICY CANNOT BE UNCLASSIFIED

PAGE 05 STATE 063476

IMPLEMENTED UNILATERALLY. OUR OBJECTIVES HAVE TO BE ACHIEVED IN THE SYSTEM OF BILATERAL INTERNATIONAL AGREEMENTS THAT FORM THE BASIC FRAMEWORK FOR THE INTERNATIONAL AIR TRANSPORTATION SYSTEM.

ROUTES, PRICES, CAPACITY, SCHEDULED AND CHARTER RULES, AND FAIR COMPETITION IN THE MARKETPLACE ARE ALL INTER-RELATED, NOT ISOLATED ISSUES TO BE RESOLVED INDEPENDENTLY. OUR OBJECTIVES WILL INCLUDE ALL OF THESE, AND WILL BE PRESENTED IN NEGOTIATIONS AS AN INTEGRATED US POSITION.

US NEGOTIATING OBJECTIVES:  
WE SEEK A COMPETITIVE SYSTEM THAT:

CREATES NEW AND GREATER OPPORTUNITIES FOR INNOVATIVE AND FLEXIBLE AIRLINE PRICING TO MEET THE VARIED SERVICE AND PRICE NEEDS OF DIFFERENT CONSUMERS.

LIBERALIZES THE RULES GOVERNING CHARTER OPERATIONS OF SUPPLEMENTAL AND SCHEDULED CARRIERS. LIMITATIONS AND RESTRICTIONS ON THE VOLUME, FREQUENCY OR REGULARITY OF CHARTER OPERATIONS SHOULD BE ELIMINATED, AND REQUIREMENTS FOR APPROVAL OF FLIGHTS SHOULD BE PROHIBITED.

REDUCES OR REMOVES RESTRICTIONS ON CAPACITY, FREQUENCY, AND ROUTE AND OPERATING RIGHTS OF SCHEDULED CARRIERS, IN ORDER TO PROMOTE MORE EFFICIENT AIRLINE OPERATIONS AND GREATER CONSUMER TRAVELING AND SHIPPING CONVENIENCE; ELIMINATES DISCRIMINATION AND UNFAIR COMPETITIVE PRACTICES FACED BY US AIRLINES IN INTERNATIONAL TRANSPORTATION.

ALLOWS FLEXIBILITY TO DESIGNATE MULTIPLE US AIRLINES IN INTERNATIONAL AIR MARKETS.

UNCLASSIFIED

PAGE 06 STATE 063476



ENCOURAGES MAXIMUM TRAVELER AND SHIPPER ACCESS TO  
INTERNATIONAL MARKETS BY PERMITTING EXPANSION OF NONSTOP  
GATEWAYS AND IMPROVING INTEGRATION OF AIRLINE DOMESTIC  
AND INTERNATIONAL SERVICES.

NEGOTIATING PRINCIPLES FOR US AIR TRANSPORTATION POLICY:

THE GUIDING PRINCIPLE WILL BE TO TRADE COMPETITIVE  
OPPORTUNITIES RATHER THAN RESTRICTIONS WITH OUR  
NEGOTIATING PARTNERS.

WE WILL AGGRESSIVELY PURSUE OUR INTERESTS IN  
EXPANDED AIR TRANSPORTATION AND REDUCED PRICES  
RATHER THAN ACCEPT THE SELF-DEFEATING ACCOMMODATION  
OF PROTECTIONISM.

OUR CONCESSIONS IN NEGOTIATIONS WILL BE GIVEN IN  
RETURN FOR PROGRESS TOWARD COMPETITIVE OBJECTIVES,  
AND THESE CONCESSIONS THEMSELVES WILL BE OF A  
LIBERALIZING CHARACTER.

PROPOSED BILATERAL AGREEMENTS WHICH DO NOT MEET OUR  
MINIMUM COMPETITIVE OBJECTIVES WILL NOT BE SIGNED  
WITHOUT PRIOR PRESIDENTIAL APPROVAL. VANCE UNQUOTE VANCE

UNCLASSIFIED

<< END OF DOCUMENT >>

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 26 sep 1999  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** AIR TRANSPORTATION, POLICIES, NEGOTIATIONS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 12 mar 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978STATE063476  
**Document Source:** ADS  
**Document Unique ID:** 00  
**Drafter:** EB/OA/AVP:AJWHITE:LR  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** n/a  
**Expiration:**  
**Film Number:** D780110-1057  
**Format:** TEL  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t197803126/baaafcbm.tel  
**Line Count:** 892  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, TEXT ON MICROFILM  
**Message ID:** ed695ebb-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 17  
**Previous Channel Indicators:**  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 01 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3166163  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** US POLICY FOR CONDUCT OF INTERNATIONAL AIR TRANSPORTATION NEGOTIATIONS  
**TAGS:** EAIR  
**To:** LONDON PARIS MULTIPLE  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/ed695ebb-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014